MAIL TO: Office of the Attorney General Registry of Charitable Trusts P.O. Box 903447 Sacramento, CA 94203-4470

STREET ADDRESS: 1300 | Street Sacramento, CA 95814 Telephone: (918) 323-5079

WEB SITE ADDRESS: http://ag.ca.gov/charitles/

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES

(California Government Code Seption 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fund-raiser:	430	Name and Address of C	_		
•		CT No. 3814	F.E.I.N. No	940836240	<u>ノ</u>
MKTG TeleServices, Inc.		San Francisco Op	era		
101 Continental Blvd., Suite 400		Name of Charity 301 Van Ness Av	•		•
El Segundo CA 90245-451	2	Address of Charley San Francisco	· CA	94102	
		City, State, and ZIP Code o	· · · · · · · · · · · · · · · · · · ·		
Figures from (check one): National Campaign Cal	ifomia Campaign	3	^		
Telemarketing held	(on) (from) 10/1	9/2003, 20_	, _{to} 12/	31/2003 , 20	
(Type of Activity)	•	(Date or dates mus	t be shown)		
is the contract between the commercial fund-raiser and charity If other, provide brief explanation	based upon a fee	or percentage of revenue	? (check one) Fo	ee 🗆 Percentage 🔾 ther 🗔	
1. REVENUE					
A. Cash contributions			A.		
B. Entertainment sales or admission charges		A	В.		
C. Sales from products			C.		
D. Advertisement sales			D,		
E. Membership fees		· <u></u>	<u> </u>	•	
F. Other sources: (Specify)				r	
8			Fa.		
b			Fb.		
C.			Fc.	-	
d. <u>·</u>			Fd.	# O O 1 O 2 2	
G. TOTAL REVENUE				\$891,033	G
2. EXPENSES (SEE ATT	'ACHED I				
A. Fees or commissions			A.	•	
B. Salaries			В.	·	
C. Payroll taxes			C.		
D. Employee benefits			D.		
E. Cost of merchandise for resale	•		E,		
F. Cost of entertainment			¥.		
. G. Postage			G.	•	
H. Advertising			Н.		
j, Telephone],		
J. Rental of equipment	•		J.		
K. Facilities charge			K.		
L. Permits			<u> </u>		
M. Other expenses: (Specify)					
a.			Ma.		
h.			Mb.		
C.	<u>.</u>		Mc.		
G,			Md.		
O.			 		

CT-2cf 11/2002)

1 of 2

The state of the s

. **.**

410793

COMMERCIAL FUND-RAISER FOR CHARITABLE PURPOSES 2002 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

	_	~	n	2
P	ㅂ	S	a	2

		•	
Amount to Charity (subtract line 2N from line 1G)		\$713,120	3.
Less additional fund-raising expenses paid by charity (to be completed by charity)		4,
Less fair market value of goods and/or services used t	for the event which were paid by sponsor(s)	·	5.
Net proceeds realized by charity from the campaign (s	ubtract lines 4 and 5 from line 3)	\$713 , 120	6. ¥
(a) Does any officer, director, partner or owner of the organization for which the Commercial Fund-raises [] Yes	r has contracted to solicit?	or control over, directly or indirectly, the charitable	
Name of officer, director, partner or owner of Commercial Fund-ralser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization	
	•	•	
t.			
(b) For each affiliation identified in 7 (a), attach copy of the c	his report, including accompanying documents, s		
gnature of authorized officer (Commercial Fund-raiser)	Printed Name) Date
his lenorizmust be signed by two officers or directors of the	L. C.	tion. Annous Alderson Coguero	-Z
Igneture of authorized officer/director (Charity)	Printed Name Printed Name Printed Name	Title	Date
Signature of authorized officer/director (Charity)	Printed Name	Title	Date

San Francisco Opera 10/19/03 - 12/31/03

Total money received by	San Francisco Opera	\$891,033
Total fees* paid to	MKTG TeleServices, Inc.	\$177,913
Total net to	San Francisco Opera	\$713,120
Total face and commissions noid to MICTC		
Total fees and commissions paid to MKTG		\$177,913
TeleServices, Inc. by San Francisco Opera		φ177,913
Cost of Campaign:		
salaries: agents and managers		\$110,315
payroll taxes		\$10,948
advertising and supplies		\$2,999
Cost of Operations:		Ψ_,000
operating expenses		\$44,478
Total expenses paid by MKTG		φ.,,,,
TeleServices, Inc. out of commissions		
earned from San Francisco Opera		\$168,741
carroa nom carri ranoisco opera		Ψισο,ν-τι
net		\$9,173
		ΨΟ, ι , Ο

^{*}these expenses are percentages of Commissions based on MKTG TeleServices, Inc.'s operating ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to MKTG TeleServices, Inc. by the charitable organization.